

BUSINESS CASE OF SAFETY

Examples Lived for Success



28th Annual Professional
Development Seminar

Speaker



- James Boretti, CSP
 - 30 years +
 - CSP
 - ASSP
 - Professional Member
 - RVP ROC I
 - Former CoPA, Finance Committee, BoSC, ARVP, President, CVC and President, OC Chapter

What Motivates Organizations?



Why Safety

- Maintaining Profitability
- Concern for the Well Being of Employees
- Insurance Company Pressure / High Ex-Mod
- OSHA Regulations
- Company Reputation



Executive Summit

- What do they say ...



Business Executives Say

- 95% Believe workplace safety has a positive impact on financial performance
 - 24% Substantial positive impact
- 86% Feel workplace safety provides return on investment
 - 61% = \$3.00 + saved for each \$1.00 invested
 - 13% = \$10.00 returned for each \$1.00 invested
- 93 % Close relationship between the direct and indirect costs
 - 40 % feel \$3.00 - \$5.00 indirect for \$1.00 direct
- 82 % Feel company currently places a priority on workplace safety
- 70% Protecting employees leading benefit of workplace safety
 - 49% Protecting employees from the human and financial costs is the top benefit

CoPA Study

- Plans and reacts strategically
- Transforms data/insights into practical solutions
- Develop methods that integrate safety performance into business productivity
- Aligns the group's project plans with overall business strategy
- Understands financial related terms and information
- Evaluates proposed investments against their projected payoff

CoPA Study

- Assess the probability and



- Handles conflicts effectively

Safety / Business Relationship

- Situation:
 - Production
 - = 1800 units / hour
 - Concern
 - Machine “jam” every third unit
 - = $\frac{1}{2}$ seconds per “un-jam”



$$1800 / \text{hour} = 30 / \text{minute} = \frac{1}{2} \text{ per second}$$
$$24 / \text{minute with current “un-jam” rate}$$
$$= 1440 / \text{hour}$$

Safety / Business Relationship

- Task: Loading 1,000-pound plastic rolls into a packaging machine
- Steps:
 - Place pallet of two plastic rolls onto the tilting table
 - Unwrap the rolls
 - Tip the rolls to vertical position
 - Manually push one roll at a time into a position
 - Place steel bar in the roll
 - Attach to lifting device
 - Raise the roll
 - Placing onto 4-wheel cart
 - Pushing cart over 100 feet to the room
 - Place cart in a position to feed the machine

Safety / Business Relationship

- Statistics:
 - \cong number of rolls moved per day = 4
 - \cong weight of one plastic roll = 1,000 lbs.
 - \cong time to move one roll from pallet to machine = 20 min.
 - = 400 minutes per week
 - \cong time one roll lasts on the machine = 4 hours
 - \cong amount of product loss during water rinse to change roll = 150 lbs.
 - = 600 pounds per day



Safety / Business Relationship

- Combination mobile rotating / lifting device
 - Potential to shorten the entire process to approximately 4 to 5 minutes or less
 - Eliminating manual handling steps
- Estimated Investment:
 - \$3,000



Safety / Business Relationship

CURRENT PROCESS	ALTERNATE PROCESS	ESTIMATED SAVINGS
1. Unwrap two roll packs on	1. Unwrap two roll packs	0 minutes (rolls have to be

Total Savings:

- Time reduction from 20 minutes to 5 minutes or less every 4 hours
 - = saving 300 minutes of production time per week
- Elimination of approximately 150 lbs. of lost product per cycle
- Near elimination of back strain / sprain and fall potential
- Reduction of maintenance required to maintain tilting device and carts

5. Cart is positioned so the roll can be fed into the packaging machine.	5. Device positions the roll so it can be fed into the packaging machine.	2 – 3 minutes
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Safety / Business Relationship

What Do You See? Hazards?

Discussion:
What is the maximum allowable combustible dust?



Reframe: what is your shrinkage?

Society

- Why Join?



Why People Join

- To get a job
- Network
- Boss told me to
- Invited to
- Professional development
- Pad resume
- Want to have an impact
- Have friends in the organization

Focus meetings on professional development and networking

Value of Society Membership

- Development in:
 - Leadership
 - Running an Organization
 - Vision & Direction
 - Technical Knowledge
 - Advocacy

**OWN
YOUR
VALUE**

INNOVATE WITH EXECUTIVES

Keep in Mind ...

- It's all about
 - How You Solve Problems
 - How You Are Experienced
 - Including how people view you



Thank You!

